

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2009
North Coast-Organic

Page 1 of 2

Production Cost Unit: (916) 341-5988

All Costs: Per Cow Per Month unless otherwise stated

Dairy ID Number	Averages		1	2	3	4	5	6
Feed Costs	NC Average	Organic						
a. Dry Roughage	\$43.59	\$47.10	\$13.57	\$60.85	\$11.09	\$65.05	\$33.01	\$74.44
b. Wet Feed & Wet Roughage	\$9.72	\$14.09	\$37.02	\$20.56	\$0.00	\$18.07	\$0.00	\$13.29
c. Concentrates	\$66.36	\$72.63	\$0.00	\$102.42	\$121.36	\$87.47	\$91.34	\$0.00
d. Minerals & Supplements	\$2.27	\$3.22	\$3.95	\$7.82	\$0.81	\$0.00	\$0.00	\$3.19
e. Pasture	\$26.32	\$31.01	\$28.47	\$0.00	\$46.86	\$14.36	\$24.87	\$47.61
Total Feed Costs	\$148.26	\$168.05	\$83.01	\$191.64	\$180.12	\$184.95	\$149.21	\$138.53
Total Feed Costs (\$/cwt.)	\$9.90	\$12.83	\$12.62	\$11.32	\$15.70	\$17.29	\$10.92	\$11.20
Total Hired Labor	\$34.17	\$31.46	\$19.26	\$41.93	\$22.00	\$32.12	\$23.66	\$37.47
Total Hired Labor Costs (\$/cwt.)	\$2.28	\$2.40	\$2.93	\$2.48	\$1.92	\$3.00	\$1.73	\$3.03
Herd Replacement	\$27.84	\$26.88	\$30.72	\$24.32	\$27.31	\$27.99	\$19.69	\$25.20
Less: Calf Income (\$/Cow/Month)	\$5.86	\$7.12	\$5.53	\$9.80	\$0.85	\$1.97	\$10.65	\$4.81
Total Herd Replacement	\$21.98	\$19.76	\$25.19	\$14.53	\$26.46	\$26.01	\$9.04	\$20.39
Total Replacement Costs (\$/cwt.)	\$1.47	\$1.51	\$3.83	\$0.86	\$2.31	\$2.43	\$0.66	\$1.65
Total Operating Costs	\$46.37	\$48.28	\$35.28	\$43.74	\$52.32	\$53.68	\$32.86	\$76.76
Total Operating Costs (\$/cwt.)	\$3.10	\$3.69	\$5.36	\$2.58	\$4.56	\$5.02	\$2.41	\$6.21
Total Milk Marketing Costs	\$8.87	\$6.48	\$3.89	\$9.11	\$6.79	\$7.07	\$8.77	\$5.64
Total Milk Marketing Costs (\$/cwt.)	\$0.59	\$0.49	\$0.59	\$0.54	\$0.59	\$0.66	\$0.64	\$0.46
Total Cost (\$/Cow/Month)	\$259.64	\$274.02	\$166.63	\$300.96	\$287.69	\$303.82	\$223.54	\$278.79
Total Cost (\$/cwt)	\$17.34	\$20.92	\$25.33	\$17.78	\$25.08	\$28.40	\$16.37	\$22.54
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	14.98	13.10	6.58	16.93	11.47	10.70	13.66	12.37
b. Lbs Milk Sold/milk cow/day	55.88	49.34	27.18	66.42	40.71	39.33	48.07	46.55
c. Gross Milk Receipts (\$/cwt)	\$16.32	\$24.11	\$19.97	\$28.47	\$20.58	\$31.34	\$18.16	\$20.25
d. Mailbox Price (\$/cwt)	\$16.15	\$24.18	\$20.05	\$28.63	\$20.69	\$31.51	\$18.19	\$20.56
f. Fat Test %	3.84%	4.03%	4.49%	4.27%	4.62%	4.62%	4.31%	3.66%
g. SNF Test %	8.81%	8.80%	8.95%	8.87%	9.16%	9.26%	9.34%	8.42%
Related Data								
a. Percent Dry Cows	13%	13%	21%	17%	8%	11%	7%	13%
b. Yearly Cull Rate	37%	35%	22%	44%	27%	42%	21%	30%
c. Avg. Value (/Drop Bull Calf)	\$17.89	\$17.00	\$10.00	\$20.00	\$15.00	\$8.69	\$15.00	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$171.82	\$217.45	\$0.00	\$200.00	\$228.00	\$252.37	\$0.00	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$348.08	\$424.50	\$287.50	\$370.44	\$481.77	\$426.96	\$509.90	\$400.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.96	13.29	1.14	23.37	17.94	14.39	12.65	0.60
g. Milkers (\$/hr with benefits & taxes)	\$13.17	\$13.71	\$13.39	\$14.38	\$11.70	\$22.66	\$12.68	\$12.51
h. Total Labor (\$/hr)	\$13.08	\$13.41	\$13.47	\$14.77	\$11.77	\$21.30	\$12.22	\$11.96
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.30	\$4.85	\$1.44	\$7.22	\$4.70	\$5.88	\$4.34	\$3.04
j. Milk Cow Feed Costs (\$/cwt.)	\$7.70	\$9.83	\$5.30	\$10.87	\$11.55	\$14.96	\$9.02	\$6.53

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2009
North Coast-Organic

Page 2 of 2
 Production Cost Unit: (916) 341-5988
 All Costs: Per Cow Per Month unless otherwise stated

Dairy ID Number	7
Feed Costs	
a. Dry Roughage	\$33.23
b. Wet Feed & Wet Roughage	\$0.00
c. Concentrates	\$110.72
d. Minerals & Supplements	\$0.66
e. Pasture	\$62.22
Total Feed Costs	\$206.82
Total Feed Costs (\$/cwt.)	\$14.25
Total Hired Labor	\$25.78
Total Hired Labor Costs (\$/cwt.)	\$1.78
Herd Replacement	\$30.59
Less: Calf Income (\$/Cow/Month)	\$10.47
Total Herd Replacement	\$20.13
Total Replacement Costs (\$/cwt.)	\$1.39
Total Operating Costs	\$37.86
Total Operating Costs (\$/cwt.)	\$2.61
Total Milk Marketing Costs	\$4.36
Total Milk Marketing Costs (\$/cwt.)	\$0.30
Total Cost (\$/Cow/Month)	\$294.95
Total Cost (\$/cwt)	\$20.32
Milk Production Data	
a. Milk Sold/Total Cow/Month/ (cwt.)	14.51
b. Lbs Milk Sold/milk cow/day	52.26
c. Gross Milk Receipts (\$/cwt)	\$21.48
d. Mailbox Price (\$/cwt)	\$21.18
f. Fat Test %	3.38%
g. SNF Test %	8.48%
Related Data	
a. Percent Dry Cows	9%
b. Yearly Cull Rate	36%
c. Avg. Value (/Drop Bull Calf)	\$20.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$223.51
e. Grain, Mnrls & Splmnts (\$/ton)	\$495.73
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.00
g. Milkers (\$/hr with benefits & taxes)	\$11.49
h. Total Labor (\$/hr)	\$11.00
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.06
j. Milk Cow Feed Costs (\$/cwt.)	\$9.68

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2009
North Coast-Conventional

Page 1 of 2

Production Cost Unit: (916) 341-5988

All Costs: Per Cow Per Month unless otherwise stated

Dairy ID Number	Averages		8	9	10	11	12	13
Feed Costs	NC Average	Conventional						
a. Dry Roughage	\$43.59	\$40.99	\$21.90	\$34.28	\$51.38	\$26.65	\$71.41	\$43.71
b. Wet Feed & Wet Roughage	\$9.72	\$6.47	\$7.63	\$11.57	\$0.00	\$0.00	\$0.00	\$24.88
c. Concentrates	\$66.36	\$61.71	\$34.87	\$85.81	\$83.90	\$69.66	\$60.18	\$45.21
d. Minerals & Supplements	\$2.27	\$1.56	\$1.14	\$3.28	\$0.00	\$1.48	\$2.13	\$0.36
e. Pasture	\$26.32	\$22.84	\$53.91	\$3.65	\$0.00	\$31.31	\$0.00	\$13.52
Total Feed Costs	\$148.26	\$133.57	\$119.45	\$138.58	\$135.28	\$129.09	\$133.72	\$127.69
Total Feed Costs (\$/cwt.)	\$9.90	\$8.16	\$8.77	\$9.08	\$8.45	\$7.98	\$7.27	\$8.59
Total Hired Labor	\$34.17	\$36.18	\$20.42	\$70.71	\$46.95	\$31.14	\$40.04	\$18.49
Total Hired Labor Costs (\$/cwt.)	\$2.28	\$2.21	\$1.50	\$4.63	\$2.93	\$1.93	\$2.18	\$1.24
Herd Replacement	\$27.84	\$28.55	\$24.22	\$28.33	\$28.41	\$32.76	\$37.05	\$12.41
Less: Calf Income (\$/Cow/Month)	\$5.86	\$4.93	\$0.37	\$4.59	\$5.46	\$4.66	\$6.69	\$6.27
Total Herd Replacement	\$21.98	\$23.62	\$23.85	\$23.74	\$22.95	\$28.11	\$30.36	\$6.14
Total Replacement Costs (\$/cwt.)	\$1.47	\$1.44	\$1.75	\$1.56	\$1.43	\$1.74	\$1.65	\$0.41
Total Operating Costs	\$46.37	\$44.96	\$35.91	\$62.33	\$62.72	\$44.04	\$40.99	\$34.92
Total Operating Costs (\$/cwt.)	\$3.10	\$2.75	\$2.64	\$4.09	\$3.92	\$2.72	\$2.23	\$2.35
Total Milk Marketing Costs	\$8.87	\$10.65	\$2.89	\$14.97	\$10.99	\$7.96	\$18.60	\$7.10
Total Milk Marketing Costs (\$/cwt.)	\$0.59	\$0.65	\$0.21	\$0.98	\$0.69	\$0.49	\$1.01	\$0.48
Total Cost (\$/Cow/Month)	\$259.64	\$248.98	\$202.51	\$310.33	\$278.89	\$240.34	\$263.71	\$194.34
Total Cost (\$/cwt)	\$17.34	\$15.21	\$14.87	\$20.34	\$17.42	\$14.86	\$14.33	\$13.08
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt.)	14.98	16.37	13.62	15.26	16.01	16.17	18.41	14.86
b. Lbs Milk Sold/milk cow/day	55.88	60.66	44.61	60.19	61.18	62.05	68.40	60.79
c. Gross Milk Receipts (\$/cwt)	\$16.32	\$11.69	\$12.20	\$12.24	\$11.87	\$11.97	\$11.74	\$10.38
d. Mailbox Price (\$/cwt)	\$16.15	\$11.38	\$12.38	\$11.66	\$11.21	\$11.79	\$11.24	\$10.16
f. Fat Test %	3.84%	3.72%	4.78%	3.67%	3.63%	3.69%	3.34%	3.56%
g. SNF Test %	8.81%	8.81%	9.12%	8.97%	8.83%	8.76%	8.92%	8.47%
Related Data								
a. Percent Dry Cows	13%	12%	0%	17%	15%	15%	12%	20%
b. Yearly Cull Rate	37%	39%	39%	37%	30%	42%	42%	26%
c. Avg. Value (/Drop Bull Calf)	\$17.89	\$18.83	\$10.00	\$2.64	\$20.00	\$20.00	\$24.79	\$20.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$171.82	\$144.80	\$225.00	\$158.00	\$132.50	\$140.00	\$140.00	\$150.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$348.08	\$271.66	\$262.79	\$252.96	\$256.50	\$303.55	\$225.82	\$285.14
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.96	17.91	9.00	27.91	25.00	18.00	20.32	13.08
g. Milkers (\$/hr with benefits & taxes)	\$13.17	\$12.78	\$13.37	\$11.81	\$17.66	\$12.57	\$11.32	\$11.58
h. Total Labor (\$/hr)	\$13.08	\$12.87	\$14.07	\$12.72	\$18.38	\$12.18	\$11.32	\$11.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.30	\$3.90	\$2.14	\$5.15	\$5.03	\$3.46	\$4.70	\$4.19
j. Milk Cow Feed Costs (\$/cwt.)	\$7.70	\$6.43	\$4.81	\$8.56	\$8.22	\$5.58	\$6.87	\$6.90

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2009
North Coast-Conventional

Dairy ID Number	14
Feed Costs	
a. Dry Roughage	\$17.36
b. Wet Feed & Wet Roughage	\$0.00
c. Concentrates	\$77.37
d. Minerals & Supplements	\$2.84
e. Pasture	\$73.84
Total Feed Costs	\$171.41
Total Feed Costs (\$/cwt.)	\$7.63
Total Hired Labor	\$32.01
Total Hired Labor Costs (\$/cwt.)	\$1.42
Herd Replacement	\$38.64
Less: Calf Income (\$/Cow/Month)	\$8.93
Total Herd Replacement	\$29.71
Total Replacement Costs (\$/cwt.)	\$1.32
Total Operating Costs	\$42.62
Total Operating Costs (\$/cwt.)	\$1.90
Total Milk Marketing Costs	\$10.95
Total Milk Marketing Costs (\$/cwt.)	\$0.49
Total Cost (\$/Cow/Month)	\$286.70
Total Cost (\$/cwt)	\$12.76
Milk Production Data	
a. Milk Sold/Total Cow/Month/ (cwt.)	22.47
b. Lbs Milk Sold/milk cow/day	80.52
c. Gross Milk Receipts (\$/cwt)	\$11.32
d. Mailbox Price (\$/cwt)	\$11.10
f. Fat Test %	3.39%
g. SNF Test %	8.39%
Related Data	
a. Percent Dry Cows	9%
b. Yearly Cull Rate	63%
c. Avg. Value (/Drop Bull Calf)	\$20.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$160.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$317.11
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	18.00
g. Milkers (\$/hr with benefits & taxes)	\$11.94
h. Total Labor (\$/hr)	\$11.43
i. Milk Cow Feed Costs (\$/Cow/Day)	\$3.33
j. Milk Cow Feed Costs (\$/cwt.)	\$4.14